



Product Standardization Program Briefing

**EA, DSCP, and RLC TRI-SERVICE
REGIONAL SUMMIT
12-13 January 2004**

TRICARE
Mid-Atlantic

TOPICS

- **Regional Cost Avoidance**
- **Significant Accomplishments**
- **FY03 Regional Incentive Agreements**
- **FY04 - Product Candidates and Initiatives**
- **Current Projects**
- **Summary**

Total Region 2 Program Cost Avoidance for FY03

➤ *Individual Product Line Cost Avoidance*

\$959,753

➤ *Equipment and Other Cost Avoidance*

\$146,272

TOTAL = \$1,106,025 (37.6% Increase From FY02)



➤ *Prime Vendor Sales Increased 21.2 %*

Total Cost Avoidance To-Date

➤ *Individual Product Line Cost Avoidance*

\$1,864,332 = 100% of Projections

➤ *Other Cost Avoidance*

\$205,042 = 155% of Projections

➤ *Equipment Cost Avoidance*

\$369,587 = 139% of Projections

TOTAL - \$2,438,961

108% of PROJECTIONS

7114 PRODUCTS

STANDARDIZED



Significant Accomplishments for FY03

- **Designed DAPA Database Search Tool (shared with other Regional Data Analysts)**
- **FY04 Program Charter and MOU Signed**
- **Operational Units Standard Product Purchases Achieve 11.6% of PV Buys**
- **Refinement of Facility Compliance Reports**

Accomplishments

(Continued)

- **DoD/VA Federal Laboratory Working Group**
- **Participation in VA/DSCP/TRBO Surgical Instrument Standardization**
- **LOAs, LOCs and Lead Agent Coin Awarded**
- **Product Group Review and Additions to RIAs**
- **Regions At A Glance (RAAG) Publication**
- **Training Support for Regions 1, 5, and Europe**

Regional Incentive Agreements

- **Apparel and Textiles**
- **Pharmacy Vials**
- **Asthma Supplies**
- **Suction Canisters**
- **Crutches and Canes**
- **Vaginal Speculum**
- **Pulse Oximeters**
- **Incentive Spirometers**
- **Casting Materials**
- **Ortho Soft Goods**
- **Microscope Slides**
- **Electrosurgical Grounding Pads**
- **Waterless Hand Sanitizers**

FY04 Product Candidates

- **OR and OB/GYN Packs**
- **Basic Surgical Instruments (VHA, DoD, TRBOs)**
- **IV and Irrigation Solutions**
- **Surgical Gloves**
- **Patient Exam Supplies**
- **Respiratory Therapy and Anesthesia Supplies**
- **CSS Supplies and Solutions**
- **Scrub and Prep Solutions**
- **Commercial Procedure Trays**
- **Pregnancy Test Kits (FLWG Initiative)**
- **Skin Staplers, Staples, and Staple Removers**
- **Brushless Surgical Scrub**
- **Immunization Products**

FY04 Initiatives

- **Service Contracts**
- **Reprocessing of Single Use Devices (SUDs)**
- **Equipment Standardization - Procurement**
 - ❖ **Cardiac Defibrillators**
 - ❖ **Vital Signs Monitors**
 - ❖ **Electronic Weight Scales**
 - ❖ **Hospital Beds**
 - ❖ **Bariatric Equipment**
- **Increased Involvement of Operational Units**

Initiatives

(Continued)

- **Facility Product Standardization Recognition Award Program**
- **February VA/Region 2 Planning Meeting**
- **Region 5 Collaboration and Teaming**
- **Fleet Hospital Support Office**
- **TRBO Migration to MSMM**



Current Projects

- **Bariatric Equipment**
- **Brushless Surgical Scrub**
- **Commercial Procedure Trays**
- **Defibrillators**
- **Reusable Sharps Containers Service Program**
- **IV and Irrigation Solutions**

Summary

- **Cost Avoidance for FY03 and To-Date**
- **Significant Accomplishments in FY03**
- **New FY04 Products and Initiatives**
- **Future Program Success**
- **TRBO Realignment Under MSMM**

QUESTIONS

